

SPACESAVER SYSTEMS, INC.

Mobile Filing and Storage Specialists

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June 2, 1983

Congressman Michael Barnes
11141 Georgia Ave. Room 302
Wheaton, Md. 20902

by Hand
RECEIVED
JUN -2 '83
SILVER SPRING OFFICE
CONG. MICHAEL D. BARNES

Subject: Central Intelligence Agency RFP-83A-160

Dear Congressman Barnes:

Spacesaver Systems is a small business vendor of high density mobile storage systems. We would appreciate your assistance in securing information concerning the award of the subject RFP.

In February, 1983, we were invited to submit a proposal along with several other firms. After several meetings and amendments to the original specifications, proposals were submitted by four interested vendors.

There were three parts of the specifications in particular which cause us concern:

1. Installation time in the original bid documents was requested from 8/13/83 through 9/1/83. This is quite stringent.
2. At a technical review, it was agreed that shelves could be slotted every 3 inches rather than 1 inch as earlier specified.
3. Carriages were required to move separately for distances up to 20 feet apart. This requires complex engineering.

Spacesaver Systems submitted proposals meeting the 8/13/83 to 9/1/83 installation time, provided shelves at either 1 inch or 3 inch slotting, and provided for 20 ft. separation.

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After proposals were submitted by four vendors, specifications were amended from those which Spacesaver Systems had responded to without any exceptions. We are concerned that specifications were altered to accommodate the abilities and inadequacies of the successful bidder, Remco.

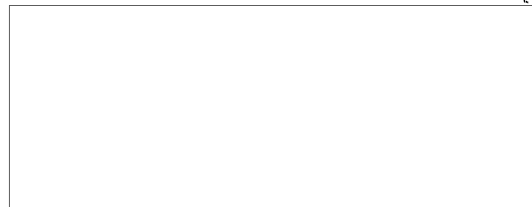
We need the answers to the following questions to determine if specifications were altered by amendments #6 and #7 to protect the ability of Remco, the successful vendor.

1. Was Remco's response positive to the requirement of installation from 8/13/83 through 9/1/83, prior to amendment #7?
2. Was Remco's response positive to the requirement of 20 feet separation of carriages?
3. Why was the 3" slotting disallowed?

We have filed two protests with the General Accounting Office. One challenges Remco's ability to satisfy all final specifications. The other questions the ability of the C.I.A. to solicit and award the contract to firms other than small business concerns. Three of the four bidders (all except Remco) are small business concerns. We feel this award should be made under the mandatory small business set aside of the Federal Supply Schedule, FSC Group 71, Part III, Section J.

Thank you for your interest and assistance.

Very truly yours,



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JHCS/cmf

Sequence of Events RFP-83A-160

- 2/25/83 Letter inviting submission of proposal by 3/29/83. Delivery requested between 8/13/83 and 9/1/83.
- 3/11/83 Bidders conference. Went over specifications.
- 3/17/83 Amendment #1 issued as a result of 3/11/83 bidders conference.
- 3/28/83 Amendment #2 issued as result of questions. Extended proposal due date to 4/12/83. Stated minimum center aisle width 30 inches.
- 4/7/83 Amendment #3 issued. Extended due date to 4/19/83. Specified "units must be controllable, when separated, for distances up to 20 feet."
- 4/19/83 Spacesaver System submitted proposal.
- 4/21/83 Amendment #4 issued. Requested more detail on installation and maintenance. Outlined determination of competitive range. Arranged meetings the week of April 25-29 for bidders found to be in the competitive range.
- 4/27/83 Spacesaver Systems met with technical committee for proposal enhancement. Technical committee at this time agreed the standard 3 inch slotting of four-post shelving was acceptable. Spacesaver systems submitted proposals for four-post (3 inch slots) and cantilever shelving (1 inch slots). Four post is significantly less expensive.
- 5/4/83 Amendment #5 issued extending final due date for revised proposals to 5/9/83.
- 5/9/83 Spacesaver Systems submitted revised proposal. At this time we indicated we could install system in optimum of 19 days, met requirement of 20 feet separation and included alternatives for four-post and cantilever shelving.
- 5/10/83 Amendment #6 requesting more clarification on installation and maintenance. Also, #6 called for 1 inch slotting, reversing the technical review committees verbal agreement to 3 inch slotting.. This eliminates the four-post alternative. Due date extended to May 12.

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- 5/12/83 Spacesaver Systems submitted answers to Amendment #6.
- 5/19/83 Amendment #7 issued. This removed to requirement of 20 foot separation of carriages and extended installation time, an additional 30 days to 9/30/83. Extended due date to May 25, 1983.
- 5/20/83 Letter from CIA procurement requesting clarification on four points.
- 5/25/83 Final proposal submitted due to revisions in Amendment #6 and #7. Spacesaver Systems withdrew our proposal allowing 20 foot separation and the four-post alternative. Total cost: \$228,383.24
- 5/27/83 Spacesaver Systems informed Remco was successful bidder at total cost of \$227,341.60.
- 5/27/83 Spacesaver Systems filed protest with General Accounting Office challenging the successful bidders assertion they could meet all specifications.
- 5/31/83 Spacesaver Systems filed second protest with G.A.O. on basis that CIA did not follow Federal Procurement Regulations by not soliciting and awarding contract to small business.
- 6/1/83 Spacesaver Systems met with CIA. CIA informed us price was final determining factor. CIA refused to provide information concerning successful bidders, Remco, ability to meet specifications prior to Amendments #6 and #7. Under the Freedom of Information Act we requested:
1. The successful vendors complete response to RFP-83A-160.
 2. All internal memoranda related to RFP-83A-160.